

I have been a Quixtar IBO (Independent Business owner) for several years now, and feel that your proposed rules would be an onerous and abusive intrusion into what is already a squeaky clean business model.

Quixtar Corporation is highly regarded in the industry, with CEO Steve VanAndel having recently served a term as the Chairman of the Board of the United States Chamber of Commerce. (Steve's father, Jay VanAndel also served in that position.)

My own experience has shown both Quixtar Corporation and the people on my business support team to be honest, hard-working people of the highest level of integrity. We do not receive complaints from the new people we bring onto the team, because there is no reason for us to deceive or pressure them to get them to "sign the dotted line". The only way we make money is by helping them make money, which necessitates a long-term relationship. This requires honesty and above-board dealings from day one.

Your proposals would only hinder hard-working honest people, and discourage new people from coming on board. They would stifle the growth of a highly legitimate business which is bringing cutting edge products and business opportunities to the marketplace.

For example:

The requirement of a seven-day waiting period:

Burdensome and unnecessary.

Starting our business with Quixtar does not require a substantial investment. The initial cost to start up cost is less than the cost of a the books for the average college semester,... about \$150. Since that is amount is totally refundable should the new partner change their mind a few months down the road, there is no risk to starting immediately.

The requirement to provide references:

Inappropriate, and an invasion of privacy.

Furthermore, it would make it much more difficult for a new person to start. Who has references available on the first day on the first day of operation, as a new business owner? How do they get references, if can't do any business without references? The company publishes a monthly magazine showing the types of people from various walks of life, who are making the business work for themselves and their families.

The requirement to provide a "litigation list":

You do not make a distinction between two business entities, 1. The business owner, and No. 2, Quixtar Corporation.

With the abundance of meritless and frivolous litigation that takes place in this day and age, this requirement would make as much sense as requiring Wal-Mart to post a list of their ongoing litigation in the front window of the store, so shoppers could read the list before deciding whether they want to go in and buy something.

The requirement for earnings disclosures and financial substantiation:

We are operating businesses, not working at “jobs”.

Most business owners expect to lose money for a period of time before they begin showing a profit. The concept of delayed gratification is an important principle to understand in any business involvement.

Moreover, my own experience has provided benefits in the area of personal growth and development have been as important to me as any financial rewards. The “serendipity” benefits to not appear on a tax return, or earnings statement.

Furthermore the ability of one person to generate a particular income is no indication or guarantee that another person should expect an identical result. In fact it would be misleading to suggest that.